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# *Exploiting Commercial Opportunities*

**National Defense Industrial Association**

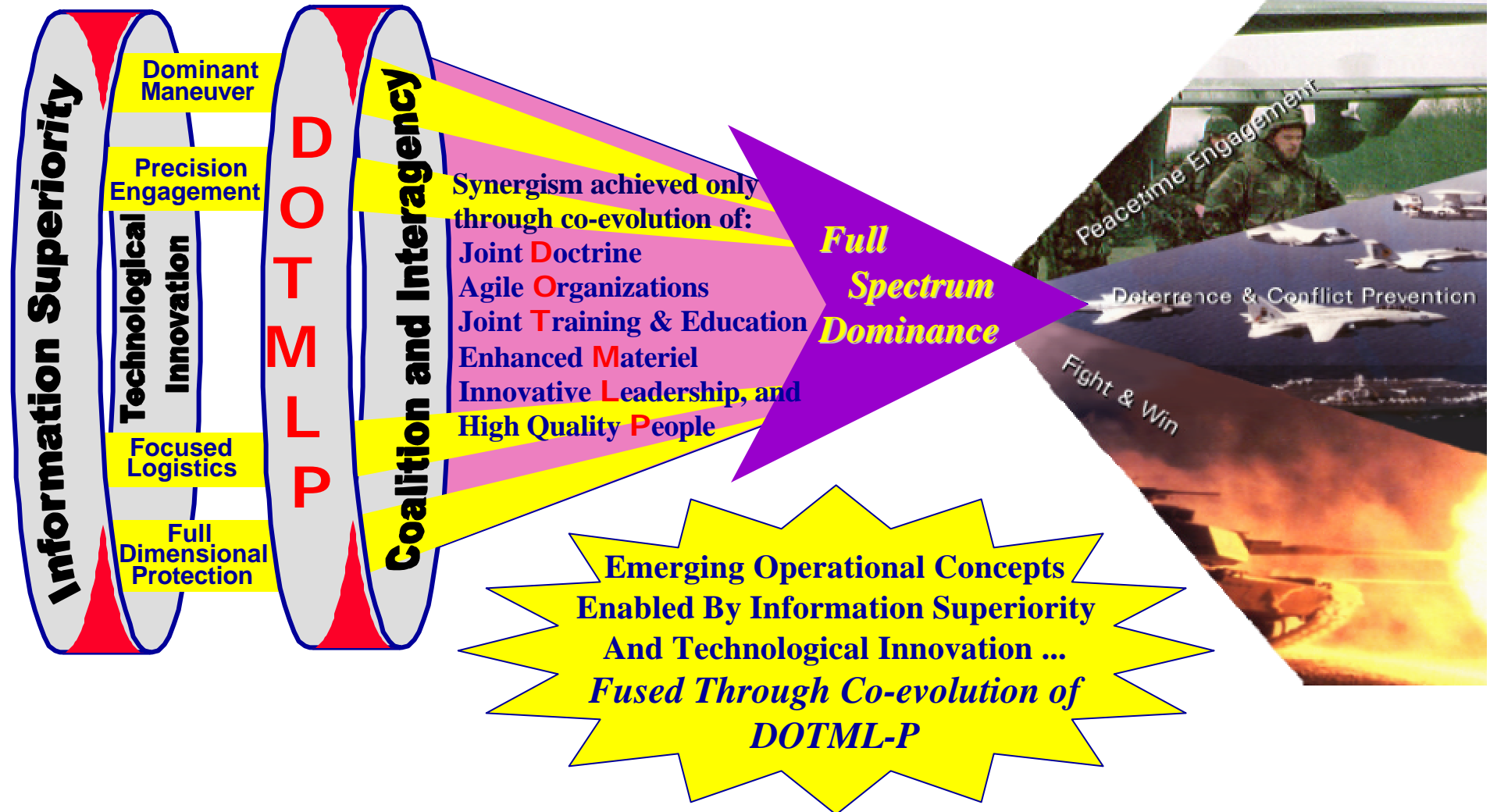


**RADM Robert M. Nutwell, USN**  
*DASD(C3ISR&S)*  
*May 10, 2000*



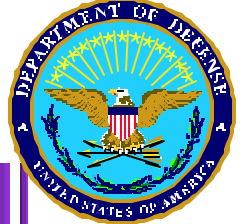
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# *Full Spectrum Dominance*



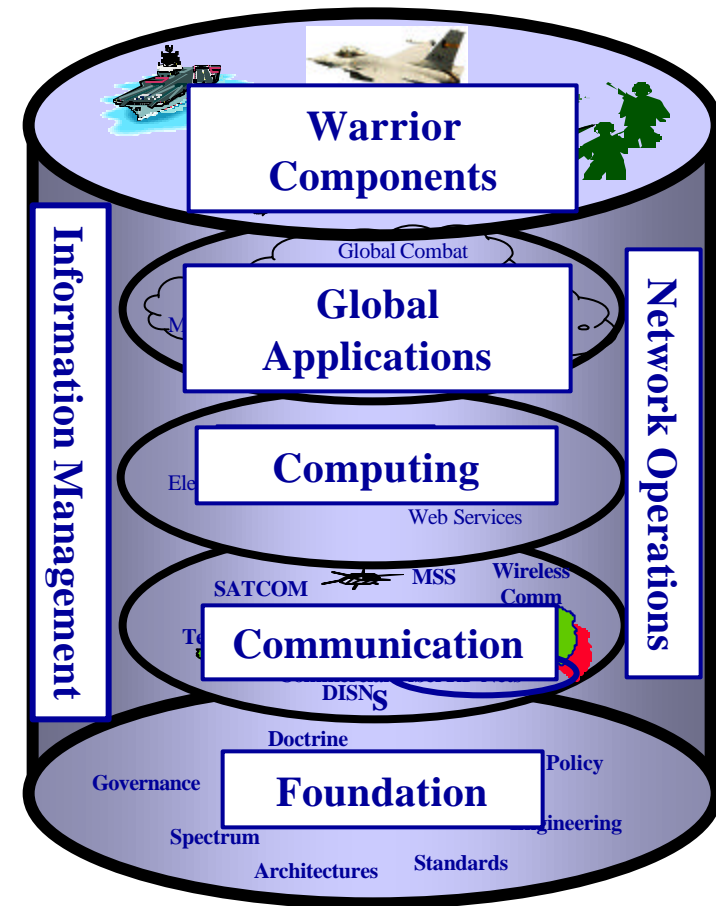


# *Global Information Grid*



## *Key Attributes*

- Global Access
- Reliable
- Assured
- Interoperable
- User Friendly
- Cost Effective

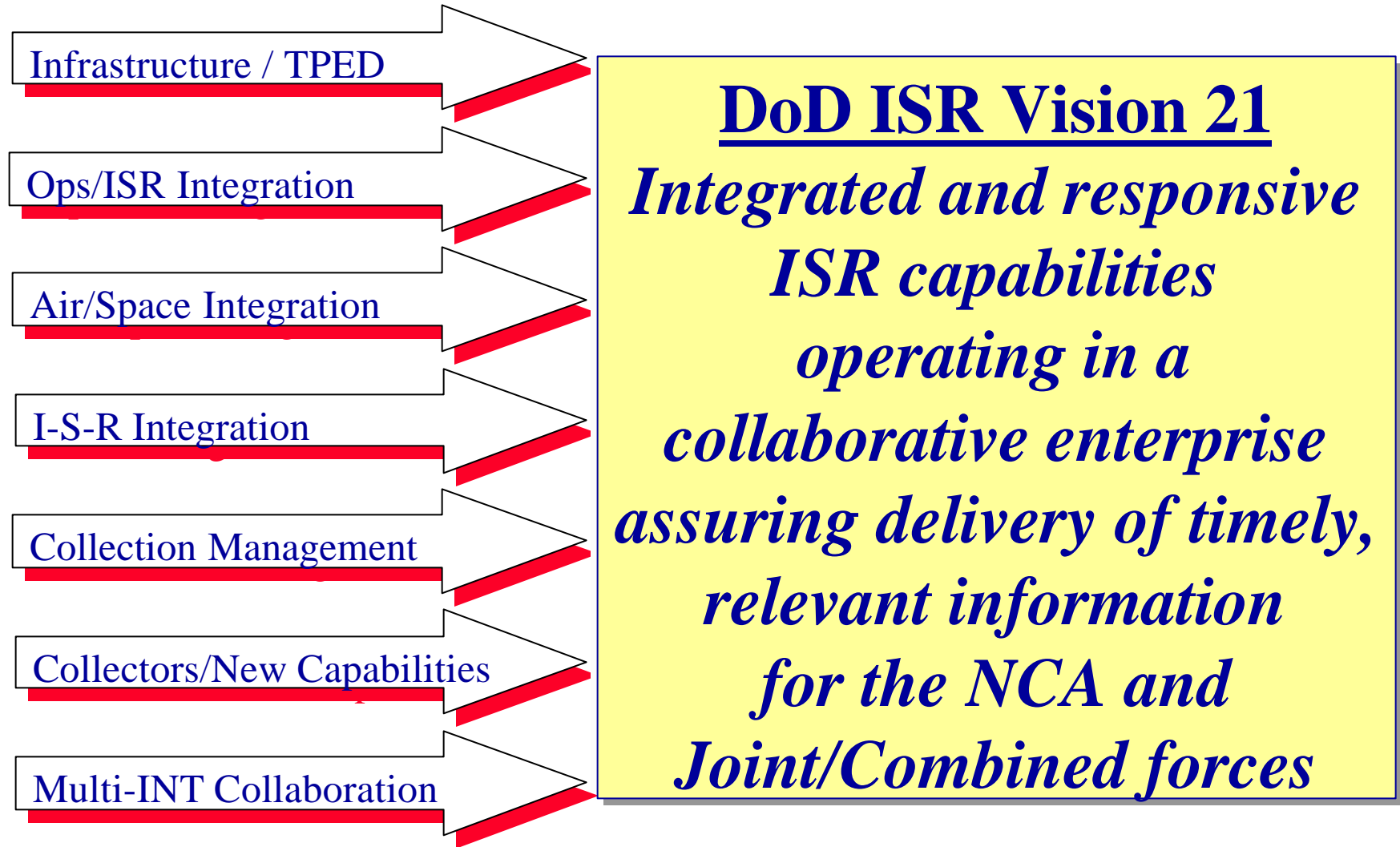


*The Global Information Grid is the Vision and Weapons System that enables Information Superiority*



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## *ISR Vectors-to-the-Vision*





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# *Federal Acquisition Regulations:*

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**Use of Commercial Products and Technologies.** In response to user requirements, priority consideration shall always be given to the most cost-effective solution over the system's life cycle. In general, decision-makers, users, and **program managers shall first consider the procurement of commercially available products and technologies**, or the development of dual-use technologies, to satisfy user requirements, and shall work together to modify requirements, whenever feasible, to facilitate such procurements. Market research and analysis shall be conducted to determine the availability, suitability, interoperability, and ease of integration, of existing commercial technologies and products, and non-developmental items prior to the commencement of a development effort.

April 2000  
Department of Defense  
**DIRECTIVE 5000.1**



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## *Success Story Examples*

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- ✓ Computing Infostructure
  - Hardware, Operating Systems, Browsers
- ✓ Telecommunications
  - SATCOM (INMARSAT)
- ✓ Software Applications
  - Portable Flight Planning System (PFPS)
  - Voice Recognition
- ✓ 'Commercial' Space
  - Eagle Vision
- ✓ IT-21
- ✓ Reconnaissance
  - Predator, Cobra Ball Surveillance Systems
- ✓ Security
  - Encryption Systems



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## *Challenges and Issues*

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- Satisfaction of Requirements
- Integration with GFE
- Co-evolution of DOTMLP Elements
- Vanishing Vendors
- Information Security / Assurance
- Quality of Software / Service
- Survivability
- Surge Capacity / Availability
- Technical Turnover / Forced Refresh Rate
- Lack of Competition
- Closed Architecture / Proprietary Technology
- Interoperability
- Bandwidth / Memory Demands
- Competition for Resources



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# ***BACK - UP SLIDES***





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## *Intel Vision*

*A Ready and Responsive Intelligence Force for the 21st Century able to Efficiently and Effectively Collect, Analyze and Exploit Information and Provide It to all Customers, According to their Needs.*

- **Form Partnerships to Ensure Intelligence Capabilities are Adequate and Applied to Priority Defense Requirements**
- **Promote Dynamic, Technical Intelligence Collaboration and Integration to Achieve Information Superiority**
- **Revitalize and Reshape the Defense Intelligence Workforce**



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## *IA Vision*

*Information Superiority for the DoD, achieved through a balanced integration of highly skilled personnel, operational policy and capability, and leading edge technology.*

- **Interconnected, interdependent systems underscore need for broad understanding of threats and vulnerabilities**
- **Security-enabled commercial products - strong encryption with key recovery (Except for Digital Signature)**
- **Global Security Management Infrastructure**
- **Cyber situation awareness - Cyber attack, sensing, warning and response capability**